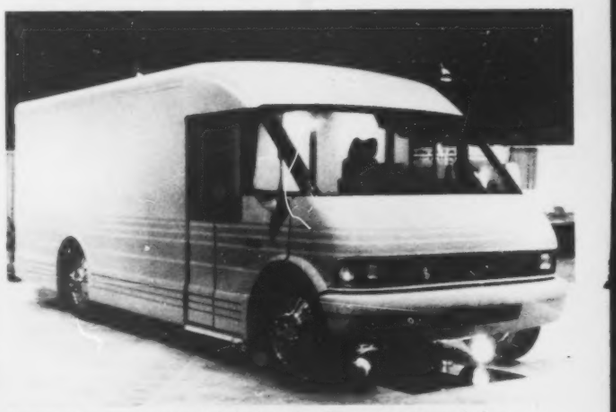
TRUCK INDUSTRY

October truck sales by manufacturer and segment

		14,000 & LESS GVW CLASS 1-3	14,001-16,000 GVW CLASS 4	16,001-19,500 GVW CLASS 5	19,501-26,000 GVW CLASS 6	26,001-33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1987	TOTAL 1986
CHRYSLER	MO	56,474						56,474	48,466
	YR	594,350						594,350	478,607
JEEP	MO	17,297						17,297	20,630
	YR	167,321						167,321	168,092
TOYOTA	MO	22,211						22,211	26,455
	YR	260,234						260,234	318,981
NISSAN	MO	17,984						17,984	11,644
	YR	185,113						185,113	187,606
MAZDA	MO	7,591						7,591	12,863
	YR	108,292						108,292	131,301
ISUZU	MO	7,055						7,055	6,364
	YR	76,581						76,581	71,714
MITSUBISHI	MO	4,751						4,751	2,794
	YR	43,205						43,205	26,680
SUZUKI	MO	5,916						5,916	4,477
	YR	71,175						71,175	36,723
SUBARU	MO	48						48	472
	YR	1,251						1,251	3,487
RANGE ROVER	MO	329						329	0
	YR	1,878						1,878	0
FORD	MO	113,641	40		50	2,760	1,178	117,669	101,728
	YR	1,171,871	40		8,368	26,919	10,977	1,218,175	1,170,267
FREIGHTLINER	MO						2,168	2,168	1,742
	YR						19,606	19,606	14,391
CHEVROLET	MO	93,898		20	368	473	31	94,790	88,727
	YR	988,827		181	6,376	6,185	326	1,001,895	1,077,922
GMC	MO	23,749		195	409	996	395	25,746	23,978
	YR	256,588		4,605	6,374	17,694	6,496	291,757	295,851
KENWORTH	MO					19	1,221	1,240	959
	YR					107	11,720	11,827	8,465
MACK	MO				216	245	1,359	1,820	2,035
	YR				2,065	2,327	15,406	19,798	18,120
MERCEDES	MO				156	228		384	334
	YR				1,337	1,939		3,276	3,157
NAVISTAR	MO		28	45	1,450	3,789	3,065	8,377	8,330
	YR		164	337	9,680	28,075	23,814	62,070	61,340
PETERBILT	MO					11	1,227	1,238	943
	YR					83	10,196	10,279	8,172
VOLVO	MO					201	1,119	1,320	1,261
	YR					1,401	8,910	10,311	10,382
HINO	MO			35	25	90		150	92
	YR			408	386	795		1,589	92
NISSAN DIESEL	MO			70	26	72		168	152
	YR			457	238	684		1,379	462
ISUZU TRUCK	MO	385		22	28	16		451	521
	YR	4,234		145	253	16		4,648	4,109
MITSUBISHI FUSO	MO	161			36	75		272	0
	YR	756			172	428		1,356	0
SCANIA	MO						11	11	0
	YR						129	129	0
IVECO TRUCKS	MO	85	74	34	11			204	0
	YR	1,027	581	550	107			2,265	0
WESTERN STAR	MO						152	152	0
	YR						1,195	1,195	0
OTHER DOMESTICS	MO				16		129	147	80
	YR				132		933	1,065	891
GRAND TOTAL	MO	371,575	142	421	2,793	8,977	12,053	395,563	365,047
	YR	3,932,703	785	6,683	35,488	86,653	109,708	4,172,020	4,097,467
1986 YR to DATE		3,876,176	0	4,594	37,309	85,687	93,701		

Class 1-3 sales data reported by individual manufacturers; Class 4-8 data reported by Motor Vehicle Manufacturers Association.



Cummins' new concept vehicle features low floor, monocoque design

Cummins prototype designed for bakers

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

WARREN, Mich. — Cummins Engine Co.'s Vehicle & Power Systems Engineering Division, aided by a concept from two former General Motors executives, has created a radically new prototype vehicle that was the focus of attention at a recent American Bakers Association convention.

The vehicle could represent Cummins' entry into the truck-building business.

The company is expected to decide by March whether it will produce the vehicle, license it out to a bodybuilder for production or return it to its original designer, Donald L. Manning Associates here.

Manning Associates is a professional design and engineering company headed by Donald Manning, a former chief engineer of GM Truck & Bus who retired in 1975. Raymond Prussing, former general sales manager for Detroit Diesel Allison and former president of Isuzu Diesel Engine of North America, helped Manning on the project.

The RT-1010 concept vehicle offers a revolutionary design for the Class 2-6 walk-in van market, including bread trucks and parcel delivery vehicles.

It is also adaptable to use as an ambulance, mobile tool sales truck, small transit and handicapped person bus, airport bus and motor home.

The vehicle's cargo floor is 21 inches above the ground, loaded or unloaded, which is 11 inches lower than current industry vehicles.

The lower cargo floor, achieved with a specially designed air suspension and dead axle system with a body-mounted differential, makes it easier for the driver to climb into and makes the vehicle less likely to roll over in an accident.

The air suspension allows the vehicle's floor to be lowered to 16.5 inches above the ground for deliveries or raised to 25.5 inches to maintain loading dock compatibility, according to Seppo Saarinen, general manager of Cummins' VPE operation.

The suspension and wide rear spring centers also provide a more comfortable ride.

The vehicle features an integral, monocoque (frameless) design with space-frame stainless steel construction. That allows it to be produced with a minimum fixed investment, while giving it great dimensional flexibility, Saarinen added.

It easily can be produced in various gross vehicle weights as well as various lengths, widths and wheelbases.

The concept vehicle is 300.7 inches long, 107.9 inches high and 96 inches wide. Wheelbase is 178.3 inches. However, it is composed of 60-inch modules. A specialty manufacturer could remove one or more modules or sections to shorten the vehicle without any major effort or investment.

Its GVW can be changed simply by substituting a different axle capacity, different tires and springs.

In spite of its low floor, its breakover angle and departure angle are virtually the same as current-market vehicles.

Its design flexibility, and particularly the lower floor, would enable companies in various industries to offer unique products to their customers.

The vehicle has a composite fiberglass skin. The all-bonded plastic, rivetless exterior, together with the stainless steel frame, make it corrosion resistant and reduce repair costs.

Basically, the vehicle meets all the American Baking Association's criteria for safety, productivity, dependability and cost effectiveness.

It took only six months to design and construct, a process that normally takes two years.

Greg Davies, executive director of the RT-1010 project for Cummins, said the engine manufacturer decided to build this concept vehicle because Cummins had "grown closer to the ABA" through the association's increasing use of Cummins 4BT engines.

"We are also building an engineering services business around the design and development of vehicle systems," Davies said.

"When the ABA approached us, we felt this would be an excellent opportunity to showcase our overall vehicle design capabilities."

A recent survey of 41 major companies using delivery trucks revealed several improvements they want in future trucks.

Companies want improved safety, a lower cargo floor, greater stability, more-aerodynamic styling, easier maintenance, larger payload and cubic-foot capacity for given GVW, on-line availability of a diesel engine such as Cummins' 4BT, an automatic transmission for that diesel engine and an integrated vehicle from a single source.

Toyota's 21st-century turbine

By John Hartley

HIGASHI FUJI, Japan — After 20 years of work, Toyota Motor Corp. is stepping up development of gas-turbine engines and moving into ceramics.

While Toyota will not discuss the program's budget, company engineers say enough funds are available.

As evidence of its commitment, Toyota showed a sleek coupe called the GTV at the recent Tokyo auto show. Based on the Toyota Soarer, the GTV joins a 150-hp gas turbine to a conventional automatic transmission.

Plans are to market the GTV — but not with a gas-turbine engine. Explains Masumi Iwai, chief project engineer, who worked at Mitsubishi Motors Corp. and Avco-Lycoming on gas turbines before joining Toyota: "The gas turbine is an engine for the next century. We have been working for only 20 years, against 100 years for piston engines." He says his engineers spent very little time on the GTV show car.

Meantime, Toyota is investing a substantial amount of money on gas-turbine research and development. The company is working on three different engines: the 150-hp car unit displayed in the GTV; and 150- and 300-hp versions for buses. The main difference between them is rotor size.

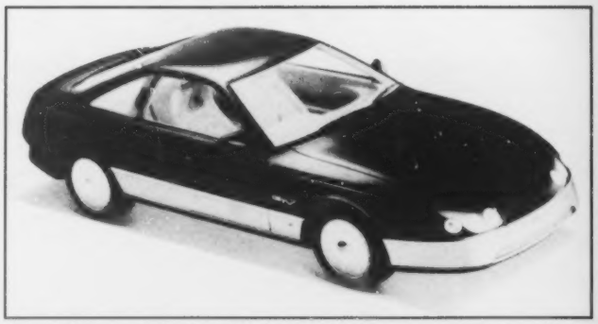
Rotors for the bus engines are larger than those for the car, and their turbine and compressor efficiency is higher. Still, the car gas-turbine is larger than might be expected, completely filling the engine compartment of the GTV.

Toyota is concentrating on two-shaft turbines — a centrifugal compressor first-stage and axial flow-type second-stage. They currently use an all-metal turbine — except for the heat exchanger, which has a Corning ceramic core. Turbine inlet temperature is 1,000 degrees Celsius. The compressor rotates at up to 68,000-rpm, the power turbine at 53,000-rpm. Maximum torque is 245 lbs.-ft.

The engine in the GTV weighs about 440 pounds. The goal is to use a number of ceramic components to boost the turbine inlet temperature to 1,350 degrees, which will improve efficiency dramatically and increase output up to 300-hp, Iwai says.

Toyota has three groups working on ceramic components: Iwai's turbine group, responsible for selecting the components and basic design; plus two materials engineering groups, one at Toyota's central research laboratory and another at the Higashi Fuji laboratory, where the turbine program is being controlled.

Iwai says ceramics will be used first for the primary-stage turbine because the form is easier to make and is not much different from silicon-nitride turbine wheels now produced by Nissan Motor Co. Ltd. for turbochargers in six-cylinder engines.



Toyota plans eventually to market this sleek GTV coupe — without the turbine engine. We'll just have to wait 'til next century for that kind of technology.

Iwai believes the primary-stage turbine can be produced quite readily in ceramics; but the second stage, whose blades extend radially from the hub without the supporting flange of the centrifugal compressor, will be more difficult to make from ceramics.

Looking back two decades, George Huebner, doyen of the automotive gas-turbine world when he ran Chrysler Corp.'s turbine-car project in the 1960s and 1970s, would be unimpressed by Toyota's GTV.

While Toyota claims a top speed of 125-mph for the GTV, it is necessary to wait several seconds before the car gradually creeps forward from standstill. Acceleration is far from brisk, turbine whine is unpleasant and overall performance is poor.

Huebner's Chrysler turbine car was superior to the 1987 Toyota GTV in performance and driveability — at least for now. ■

WORLD NEWS BRIEFS

Ford U.K. facilitizes

Ford of Britain adds a $6-million computerized driveability test-chamber to its research and engineering center in Dunton, England. Incorporating a wind tunnel and rolling-road chassis dynamometer, it permits testing vehicles and components in temperatures from minus-40C to plus-50C. Ford also breaks ground at Dunton for a $15-million electronics technical center with labs for electronic powertrain-control systems, entertainment systems, instrumentation, fuel systems, spark plugs and CAD equipment. It is due for completion by spring 1989.

Renault consolidates

Renault meshes its operations in Spain and Portugal into one unit. Production and marketing activities had operated separately for each market. Under the new structure, factories in Spain and Portugal will run as one production system. The French automaker is market leader in both countries, having about 25-percent of new-car sales in Spain through its Fasa-Renault subsidiary and about one-third of sales in Portugal. Fasa builds nearly every model in Renault's car line, currently at the rate of about 1,500 units daily. About 260 cars and vans a day are built in Portugal.

Nissan works by night

Nissan Motor Manufacturing (United Kingdom) launches a night shift at its assembly plant in Washington, England. The move comes about a year ahead of a schedule set forth in an agreement between the Japanese firm and the British government. Addition of 300 employees to man the shift boosts total employment at the plant to 1,100. The company expects production to total more than 40,000 units in 1988. Plans call for output of 100,000 Bluebird cars a year by 1991.

Panther moves to Harlow

Panther Car Co. Ltd., British sports-car producer, will transfer operations from Surrey, England, to Harlow, Essex, next year. The subsidiary of South Korea's Ssangyong Industrial Group acquires 76,000 square feet of a former printing plant and a four-acre site to produce its new Solo car and current Kallista roadster. Kallista production at Harlow will begin in March; Solo is expected to follow by midsummer. The site could also be used to build the Panther Stampede, a light four-wheel-drive vehicle being developed by Dong-A Motors, a Ssangyong subsidiary.

Saab tunnel has it all

Saab Car Division has completed a new climatic wind tunnel at its technical center in Trollhattan, Sweden. The tunnel has computer-controlled equipment for realistic simulation of sunlight. Temperatures from minus-35C to plus-45C can be simulated, with humidity levels up to 95 percent. A 150-km/h air stream can be generated by the fan. A rolling-road chassis dynamometer allows test cars to be driven at speeds of up to 150 km/h.

Suez channel of credit

Fiat Group signs agreements with two subsidiaries of Suez banking group Locafrance and Sofinco to cover credit sales of Fiat products in France. Agreements call for Sofinco to acquire half the capital of Fiat Credit France, which finances sales of Fiat cars, and gives Fiat Credit France access to Sofinco's financial services sales network. Fiat will also buy 50-percent of Locafrance's Cefimat unit, an industrial financing firm in France.

BMW takes software stake

BMW AG will spend $20 million for 10 percent of Softlab GmbH, Munich-based computer-software producer. The West German firms also sign a five-year $30-million pact under which Softlab will develop software systems for several BMW operations, ranging from factory production to accounting.

Starters and alternators

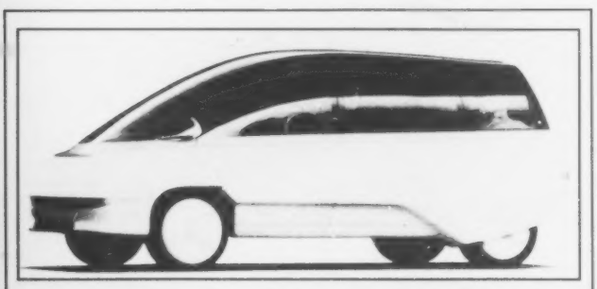
Lucas Industries PLC and Magneti Marelli S.p.A. plan to form a new company in Britain called Magneti Marelli PLC. It will take over assets of the starter and alternator operation of Lucas Electrical Ltd. Lucas will own 30 percent of the company. Magneti Marelli will own 70 percent and assume management responsibility.

Mazda eyes electronics

Mazda Motor Corp. and NEC Corp. form a new company called NALDEC (New Automobile Life Development by Electronics) to develop advanced electronic technology for cars. It will focus first on r&d, but future production is planned. Mazda and NEC each hold a 50-percent equity.

Goodyear talks Turkey

Goodyear Tire & Rubber Co. will spend $31 million to make its subsidiary in Turkey a major export center. Plants in Izmit and Adapazari will be expanded and modernized to meet demand in Europe, the Middle East and local markets. Goodyear will also spend $6 million on its steel-radial tire plant at Salonika, Greece. ■



B.L.T. — hold the mayo

Fuji Heavy Industries Ltd., maker of Subaru automobiles, displayed this commercial vehicle at the recent Tokyo auto show. It's called the B.L.T., which stands for Business Leisure Transport. Subaru describes it as an all-purpose sports, leisure and business van that "represents Subaru's belief that even commercial vehicles should be stylish and streamlined."

Vehicle Production in Japan

	9 mos., 1987	9 mos., 1986	% change
Passenger cars	5,855,567	5,880,980	– 0.4
Trucks	3,230,771	3,318,119	– 2.6
Buses	37,115	32,279	+15.0
Total	9,123,453	9,231,378	– 1.2

Japanese Passenger Car Production, By Size*

	9 mos., 1987	9 mos., 1986	% change
Regular	412,347	374,961	+10.0
Small	5,346,652	5,401,024	– 1.0
Mini	96,568	104,935	– 8.0
Total	5,855,567	5,880,980	– 0.4

*—Sizes are based on piston displacement: Regular, 2,001cc and larger; Small, 551cc to 2,000cc; Mini, 550cc and smaller.

New Vehicle Registrations in Japan

	9 mos., 1987	9 mos., 1986	% change
Passenger cars	2,417,645	2,367,523	+2.1
Trucks	2,019,173	1,901,872	+6.2
Buses	17,931	17,395	+3.1
Total	4,454,749	4,286,790	+3.9

Japanese Vehicle Exports*

	9 mos., 1987	9 mos., 1986	% change
Passenger cars	3,430,047	3,529,877	– 2.8
Trucks	1,349,232	1,527,256	–11.7
Buses	25,221	20,501	+23.0
Total	4,804,500	5,077,634	– 5.4

*—Includes knock-down kits exported to overseas countries for assembly.

Japanese Exports to the U.S.*

	9 mos., 1987	9 mos., 1986	% change
Passenger cars	1,615,057	1,755,032	– 8.0
Trucks	691,779	817,860	–15.4
Buses	1	0	—
Total	2,306,837	2,572,892	–10.3

*—Includes Alaska and Hawaii, but not Puerto Rico and other island territories.
SOURCE: Japan Automobile Manufacturers Association.

OVERSEAS PRODUCTION

UNITED KINGDOM

Cars

	8 mos. 1987	8 mos. 1986
Carbodies	1,355	1,436
Ford	261,207	206,269
GM/Vauxhall	118,201	101,088
Jaguar	30,806	27,441
Lotus	583	431
Panther	137	188
Reliant	154	215
Rolls-Royce	1,574	1,694
Rover Group	303,075	278,029
Austin Rover	290,667	268,575
Range Rover	12,408	9,454
TVR	360	355
Others	419	384
Total	751,986	658,830

Vans, trucks, buses

Bedford	31,655	34,561
ERF	1,739	1,826
Foden	438	350
Ford	62,949	58,053
Hestair-Dennis	515	428
Iveco-Ford	8,802	1,578
Leyland-Daf U.K.	19,958	20,321
Freight Rover	13,115	12,230
Leyland	6,843	8,091
Metro-Cammell Weymann	356	165
Reliant	7	16
Renault TI	3,161	2,796
Rover Group	23,768	27,772
Austin Rover	10,947	12,968
Land Rover	12,250	14,804
Other Rover	571	0
Seddon Atkinson	1,216	1,099
Others	86	117
Total	155,202	148,472
Total vehicles	907,188	807,302

SPAIN

Cars

	6 mos. 1987	6 mos. 1986
Fasa/Renault	120,765	118,195
Ford	144,062	142,875
General Motors	143,000	160,188
Peugeot SA	121,243	86,513
Peugeot	59,492	49,152
Citroen	61,751	37,361
Seat	202,475	168,606
Total	730,545	676,377

FRANCE

Cars

	8 mos. 1987	8 mos. 1986
Peugeot SA	1,038,452	937,323
Citroen	417,491	336,218
Peugeot/Talbot	620,961	601,105
Renault	904,382	814,325
Total	1,942,834	1,751,648

Vans, trucks, buses

CBM	0	35
Heuliez	169	111
Iveco-Unic	44	55
Peugeot SA	100,749	99,822
Citroen	44,917	47,451
Peugeot/Talbot	55,832	52,371
Renault/RVI	171,457	151,722
Sovam	14	43
Total	272,478	251,577
Total vehicles	2,215,312	2,024,199

OVERSEAS REGISTRATIONS

WEST GERMANY

Cars

	8 mos. 1987	8 mos. 1986
Alpina	169	134
AMC	1,012	379
BMW	99,112	101,360
Bertone	175	290
Daihatsu	8,017	8,174
Fiat Auto	96,289	91,095
Fiat/Lancia/Ferrari	91,574	86,024
Alfa Romeo	4,711	5,071
Ford	192,591	199,627
GM/Opel	304,501	288,042
Honda	30,655	33,693
Isuzu	3,738	3,770
Jaguar	1,536	1,293
Lada	7,278	6,949
Mazda	59,479	57,815
Mercedes-Benz	199,226	202,653
Mitsubishi	46,379	40,321
Nissan	56,887	54,597
Peugeot SA	85,539	92,707
Citroen	31,139	32,461
Peugeot/Talbot	54,400	60,246
Porsche	6,079	7,996
Renault	62,529	63,879
Rover Group	7,321	8,852
Austin Rover	6,528	8,098
Land Rover	793	754
Saab	3,696	3,258
Skoda	1,727	2,302
Subaru	10,181	9,843
Suzuki	17,020	15,126
Toyota	61,257	60,376
VW Group	574,226	531,246
Volkswagen	428,671	428,282
Audi	138,403	93,632
Seat	7,152	3,332
Volvo	10,882	11,667
Others	1,103	954
Total	1,950,700	1,898,597

NORWAY

Cars

	8 mos. 1987	8 mos. 1986
BMW	1,371	3,505
Chrysler	44	25
Dodge	33	14
Jeep	11	9
Daihatsu	586	1,341
Fiat Auto	3,770	4,450
Fiat	3,333	3,944
Lancia	358	353
Alfa Romeo	78	152
Ferrari	1	1
Ford	11,302	17,783
GM/Opel	8,376	15,248
Honda	2,252	3,650
Isuzu	78	78
Jaguar	39	33
Lada	1,387	1,714
Mazda	6,282	9,844
Mercedes-Benz	1,774	2,990
Mitsubishi	3,672	4,635
Nissan	5,058	7,574
Peugeot SA	4,892	6,933
Citroen	1,992	2,198
Peugeot	2,900	4,740
Porsche	9	23
Renault	534	355
Rover Group	7	4
Saab	1,161	2,327
Skoda	273	289
Subaru	1,649	2,272
Suzuki	327	422
Toyota	10,767	14,309
Volkswagen/Audi	7,581	11,829
Volvo	6,353	10,145
Total	79,982	122,752

SWEDEN

Cars

	9 mos. 1987	9 mos. 1986
BMW	4,192	3,508
Bertone	0	12
Chrysler	8	1
Daihatsu	1,236	1,147
Fiat Auto	6,702	5,884
Fiat	4,530	3,256
Lancia	1,138	1,720
Alfa Romeo	1,018	896
Ferrari	16	12
Ford	24,170	21,812
GM/Opel	22,458	18,120
Honda	2,828	3,006
Isuzu	115	1
Jaguar	78	31
Lada	1,996	1,316
Mazda	10,260	9,254
Mercedes-Benz	5,525	5,510
Mitsubishi	2,430	1,769
Nissan	12,348	10,749
Peugeot SA	7,946	5,224
Citroen	3,136	2,199
Peugeot/Talbot	4,810	3,025
Porsche	359	400
Renault	3,433	2,477
Rolls-Royce	12	3
Rover	9	2
Saab	19,547	20,075
Skoda	77	130
Subaru	1,189	1,039
Suzuki	1,660	755
Toyota	15,889	11,904
VW Group	27,281	22,796
Volkswagen	17,356	14,939
Audi	9,925	7,857
Volvo	50,727	43,236
Others	63	38
Total	222,538	190,199

BELGIUM

Cars

	6 mos. 1987	6 mos. 1986
BMW	5,785	6,043
Chrysler	74	0
Daihatsu	1,133	1,145
FSO	324	545
Fiat Auto	11,290	11,116
Fiat/Lancia	9,242	9,089
Alfa Romeo	2,048	2,027
Ford	21,973	20,855
GM/Opel	28,100	28,365
Honda	4,808	5,692
Hyundai	302	58
Isuzu	55	46
Jaguar	302	170
Lada	9,335	7,221
Mazda	6,338	5,935
Mercedes-Benz	6,896	6,917
Mitsubishi	5,617	5,936
Nissan	10,911	9,992
Peugeot SA	30,612	33,558
Citroen	13,565	15,392
Peugeot/Talbot	17,047	18,166
Porsche	259	287
Renault	21,105	20,534
Rover Group	2,476	3,149
Saab	870	944
Skoda	1,577	2,140
Subaru	1,635	1,761
Suzuki	1,691	1,705
Toyota	14,904	16,851
VW Group	37,604	37,551
Volkswagen	25,008	25,409
Audi	9,355	9,078
Seat	3,241	3,064
Volvo	5,219	5,755
Wartburg	349	556
Zastava	110	368
Others	95	164
Total	231,749	235,359

UNITED KINGDOM

Cars

	10 mos. 1987	10 mos. 1986
BMW	33,523	32,649
Daihatsu	4,411	4,915
Fiat Auto	66,202	59,110
Fiat	61,188	54,209
Alfa Romeo	1,975	2,089
Lancia	3,039	2,812
Ford	508,069	454,070
FSO	4,226	4,147
GM/Vauxhall	239,842	253,357
Honda	21,003	18,740
Hyundai	8,140	6,749
Isuzu	2,067	187
Jaguar	10,038	6,567
Lada	21,706	17,628
Lotus	413	391
Mazda	15,785	16,244
Mercedes-Benz	19,869	18,161
Mitsubishi	10,722	10,572
Nissan	98,395	96,176
Panther	83	55
Peugeot SA	130,255	107,206
Citroen	40,504	30,260
Peugeot/Talbot	89,751	76,946
Reliant	171	268
Renault	70,596	61,402
Rolls-Royce	758	745
Rover Group	271,485	269,209
Austin Rover	267,067	265,445
Range Rover	4,418	3,764
Saab	9,072	9,001
Skoda	12,612	11,119
Subaru	4,228	3,221
Suzuki	5,015	3,901
Toyota	35,090	33,056
Volkswagen	105,434	104,535
VW/Audi	97,871	99,473
Seat	7,563	5,062
Volvo	61,324	59,898
Zastava	7,350	7,593
Others	3,281	4,093
Total	1,781,185	1,674,965

THE NETHERLANDS

Cars

	9 mos. 1987	9 mos. 1986
BMW	9,786	11,130
Dacia	75	83
Daihatsu	5,952	5,503
FSO	56	208
Fiat Auto	31,016	33,674
Fiat	26,026	28,464
Lancia	1,299	1,788
Alfa Romeo	3,691	3,422
Ford	48,865	49,556
GM/Opel	77,264	80,288
Honda	10,372	12,850
Hyundai	4,003	1,057
Jaguar	483	323
Lada	10,853	10,228
Mazda	19,955	19,957
Mercedes-Benz	10,495	11,356
Mitsubishi	12,712	12,568
Nissan	25,701	21,834
Peugeot SA	53,212	54,525
Citroen	25,138	26,872
Peugeot/Talbot	28,074	27,653
Porsche	165	190
Renault	19,434	23,331
Rover Group	3,849	4,168
Saab	1,832	2,133
Skoda	3,088	4,200
Subaru	4,080	3,688
Suzuki	14,438	12,933
Toyota	24,484	24,656
Volkswagen	53,512	46,946
VW/Audi	48,173	43,228
Seat	5,339	3,718
Volvo	22,166	23,494
Zastava	144	651
Total	468,337	471,652

DENMARK

Cars

	9 mos. 1987	9 mos. 1986
BMW	1,516	2,967
Dacia	104	301
Daihatsu	1,747	2,956
Fiat Auto	6,383	7,484
Fiat	5,740	7,030
Lancia	105	0
Alfa Romeo	537	454
Ferrari	1	0
Ford	11,432	18,041
FSO	529	1,071
GM/Opel	15,072	23,372
Honda	2,074	2,854
Jaguar	42	20
Lada	3,311	0
Mazda	9,002	15,162
Mercedes-Benz	1,192	1,124
Mitsubishi	2,002	592
Nissan	5,257	8,448
Peugeot SA	10,666	10,255
Citroen	6,218	6,786
Peugeot/Talbot	4,448	3,469
Renault	284	756
Rover Group	506	273
Saab	776	1,301
Skoda	2,442	3,001
Subaru	291	588
Suzuki	68	290
Toyota	11,715	18,162
VW Group	8,280	12,217
Volkswagen	6,274	10,625
Audi	1,089	677
Seat	917	915
Volvo	3,387	5,308
Wartburg	663	647
Zastava	735	1,073
Total	99,497	145,678

SWITZERLAND

Cars

	7 mos. 1987	7 mos. 1986
BMW	8,546	6,612
Bertone	41	188
Daihatsu	729	654
Innocenti/Maserati	125	173
Fiat Auto	19,002	20,348
Ferrari	175	206
Fiat	12,038	12,372
Lancia	3,193	3,225
Alfa Romeo	3,596	4,545
Ford	14,899	16,963
GM/Opel	25,963	27,204
Honda	4,963	5,662
Isuzu	391	486
Jaguar	454	289
Lada	279	116
Mazda	5,325	6,515
Mercedes-Benz	5,539	5,949
Mitsubishi	7,724	5,279
Nissan	8,508	6,767
Peugeot SA	16,557	17,437
Citroen	6,842	6,014
Peugeot/Talbot	9,715	11,423
Porsche	801	1,218
Puch	70	58
Renault	11,087	10,736
Rover Group	1,239	1,474
Saab	1,329	1,267
Skoda	41	85
Subaru	8,997	7,761
Suzuki	2,424	2,235
Toyota	16,738	15,418
VW Group	31,216	32,279
Volkswagen	20,991	21,492
Audi	7,914	8,755
Seat	2,311	2,032
Volvo	3,372	3,746
Others	453	490
Total	196,812	197,409

ITALY

Cars (sales)

	8 mos. 1987	8 mos. 1986
ARO	2,088	1,504
BMW	13,359	14,613
Chrysler	13	11
Daihatsu	161	139
DeTomaso	11,222	11,563
Innocenti	8,644	9,179
Maserati	2,578	2,384
Fiat Auto	833,320	775,259
Fiat	610,666	574,071
Alfa Romeo	82,628	82,119
Lancia/Autobianchi	139,349	118,551
Ferrari	677	518
Ford	55,508	48,796
GM/Opel	42,942	40,926
Honda	25	166
Hyundai	1,556	794
Isuzu	59	0
Jaguar	429	211
Lada	903	793
Mazda	9	21
Mercedes-Benz	18,246	14,113
Mitsubishi	337	266
Nissan	12	3
Peugeot SA	104,460	89,808
Citroen	48,902	43,971
Peugeot/Talbot	55,558	45,837
Porsche	600	579
Renault	110,613	107,590
Rolls-Royce	19	22
Rover Group	16,999	18,290
Saab	2,706	2,499
Skoda	1,252	1,138
Subaru	227	87
Suzuki	7,245	3,208
Toyota	1,247	483
UAZ	725	618
VW Group	161,344	130,086
Volkswagen	101,989	89,598
Audi	15,175	9,455
Seat	44,180	31,033
Volvo	12,147	12,451
Others	370	1,600
Total	1,400,120	1,278,033

JAPAN

Cars (sales)

	10 mos. 1987	10 mos. 1986
Daihatsu	35,162	44,414
Honda	266,183	243,410
Isuzu	51,444	51,801
Mazda	173,442	165,964
Mitsubishi	97,064	89,255
Nissan	643,403	644,839
Subaru	38,606	43,411
Suzuki	20,619	16,708
Toyota	1,197,809	1,173,935
Imports	78,300	55,324
Total	2,602,032	2,529,061

Car sales in Canada fall 2% for October; trucks up 24%

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

The 1988 model year got off to a slow start for domestic automakers in Canada. October sales of North American-built cars dropped slightly despite the continuation of incentives on 1987 models and heavy promotion for new models.

Canadian dealers delivered 61,164 North American-built cars in October, down 2.69 percent from 62,857 in October 1986. Ford and Chrysler continued to offer a variety of sales incentives in order to clear out 1987 models in dealer inventory.

For the first 10 months of the calendar year, domestic makers sold 583,882 cars, down 9.03 percent from 641,883 in the first 10 months of 1986.

Truck sales in Canada continued to show gains. Canadian dealers sold 36,265 trucks in October, up 24.80 percent from 29,058 in October 1986. Ford set a record for October, and Chrysler posted the highest one-month truck sales in the history of Chrysler Canada.

For the first 10 months of the calendar year, truck sales totaled 332,432, up 10.96 from 299,606 in the first 10 months of 1986.

Chrysler was the only domestic maker to report higher car sales in October than in the year-ago month. The gain resulted from the inclusion of the former American Motors models in its total for October. General Motors, Ford, and Volvo all showed declines, and there was no year-ago comparison for Honda; that company began building cars in its Alliston, Ontario, plant in November 1986.

Chrysler delivered 12,745 North American-built cars in October, up 0.95 percent from 12,625 in October 1986. Chrysler's October car sales included 183 Alliance and GTA models and 44 Eagle cars. AMC sold 514 Alliances and 44 Eagles in October 1986. They are not included in Chrysler's 1986 figures.

CANADA MARKET SHARES October 1987

Cars	
General Motors	54.65%
Ford Motor Co.	21.88%
Chrysler/AMC	20.83%
Honda	2.42%
Volvo	.22%
Trucks	
General Motors	37.60%
Ford Motor Co.	37.72%
Chrysler/Jeep	24.48%

Chrysler did not have any consumer incentive programs in October on Chrysler-Plymouth, Dodge or Jeep-Eagle division products, but it offered cash incentives to dealers.

"The 1988 model year is off to a flying start. The market strength is there," said John B. Damoose, vice president of sales and marketing for Chrysler Canada Ltd.

The Plymouth Reliant was the top-selling Chrysler Motors car in October with 2,296 deliveries.

Ford was the biggest loser in domestic car-sales volume, and a Ford spokesman said the limited availability of 1988 Ford Tempo models in October contributed to the decline. Ford's Kansas City, Mo., and Oakville, Ontario, plants — where Tempo models are built — were down for model changeover during a 10-week period between June and September.

Ford sold 13,382 North American-built cars in October, down 11.74 percent from 15,162 sold in October 1986.

Ford offered $500 cash rebates to buyers of 1987 Escort, Tracer, Taurus and Sable models. A $2,000 rebate was available on 1987 Merkur XR4Ti, which is imported from West Germany. Taurus was Ford's best-selling car in October with 3,129 deliveries.

GM dealers sold 33,423 North American-built cars in October, down 4.17 percent from 34,879 in October 1986.

No buyer incentives were offered in October, however GM began a sales incentive program on Nov. 2 offering buyers a choice of free air conditioning, free automatic transmission or a $500 rebate on several lines.

Models covered by the program are: Chevrolet Cavalier, Corsica, Celebrity, full-size vans, ST pickup and Blazer; Pontiac 6000 and Tempest; Oldsmobile Cutlass Ciera; Buick Century; and GMC ST pickup and Jimmy. The program runs until March 1988.

Pontiac 6000 was the top-selling GM car in October with 3,575 units sold. Chevrolet Celebrity was second with 2,969.

Sales of Canadian-built Volvos declined in October. The Swedish carmaker sold 135 240-series cars last month, down 29.31 percent from 191 240-series models sold in October 1986.

Honda delivered 1,479 Canadian-built cars — all Accord models — in September.

Ford set an October record for truck sales, and Chrysler's sales were the highest of any month in its history.

Chrysler delivered 8,877 North American-built trucks in October, up 91.07 from 4,646 sold in October 1986. Chrysler's October truck sales topped the previous any-month record of 8,773 in June 1987.

CANADIAN SALES OF NORTH AMERICAN-BUILT VEHICLES

	Oct. 1987	Oct. 1986	Pct. Change	10 mos., 1987	10 mos., 1986	Pct. Change
CHRYSLER/AMC						
Cars	12,745	12,625	+ 0.95	120,996	133,065	– 8.63
Trucks-Jeep	8,877	4,646	+91.07	67,459	50,021	+34.86
GM						
Cars	33,423	34,879	– 4.17	303,643	351,842	–13.70
Trucks	13,708	13,443	+ 1.97	134,072	131,456	+ 1.99
FORD						
Cars	13,382	15,162	–11.74	144,462	147,321	– 1.94
Trucks	13,680	10,969	+24.72	119,058	105,968	+12.35
VOLVO						
Cars	135	191	– 2.93	1,966	2,242	–12.31
HONDA	1,479	—	—	10,500	—	—
TOTAL CAR	61,164	62,857	– 2.69	583,882	641,883	– 9.03
TOTAL TRUCK	36,265	29,058	+24.80	320,589	287,445	+11.53

Chrysler's October 1987 truck figure included 6,348 domestic Dodge trucks and 2,529 Jeeps. Chrysler has sold 6,001 Jeeps in the Canadian market since it bought AMC in August.

Ford delivered 13,680 North American-built trucks, up 24.72 percent from 10,969 sold a year ago. Ford's previous October record was set in 1979 when 11,826 North American-built trucks were sold.

The best-selling Ford truck in October was the F-series full-size pickup with 6,785.

GM delivered 13,708 domestic trucks in October, up 1.97 percent from 13,443 sold in October 1986. GM's October truck sales total was the highest for October since 1980 when 13,818 domestic trucks were sold.

The most popular GM truck in October was the Chevrolet C/K pickup with 1,681 units sold during the month. GMC sold 1,534 Sierra pickup trucks, the sister truck to the Chevrolet C/K.

"The truck market is absolutely booming and the real growth has been in the compact end, especially compact vans, compact sport-utility models and compact pickups," said Jerry Kuzemchak, manager of market analysis, GM Canada.

In addition to North American-built cars, GM in October sold 845 Suzuki-built Chevrolet Sprints, 743 Suzuki-built Pontiac Fireflys, 212 Isuzu-built Chevrolet Spectrums, 146 Isuzu-built Pontiac Sunbursts and 17 Isuzu I-Marks.

Ford sold 875 Mercury Tracers, 25 Merkur Scorpios and 59 Merkur XR4Ti models. The Tracer is built in Taiwan; the Scorpio and XR4Ti are built in West Germany.

Chrysler sold 1,270 Mitsubishi cars and 15 Peugeot cars.

Honda sold 5,416 Japanese-built Honda cars in October, down 7.48 percent from 5,854 imported Hondas in October 1986. It also sold 625 imported Acura models in October; they were not imported in 1986.

Volvo sold 281 Swedish-built Volvo cars in October.

In the imported-truck category, GM sold 17 Isuzu Troopers and Chrysler sold 399 Mitsubishi trucks.

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Auction preps cars for Indianapolis dealers

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

INDIANAPOLIS — In a service for dealers launched in October, the Indianapolis Auto Auction takes delivery of new cars and trucks from manufacturers and cleans and preps them for the showroom and lot.

"We process and inventory the vehicles from the time they are delivered by the common carrier," said Gary Pedigo, general manager of the auction house. "As far as I know, we are the first auction in the country to offer this service to dealerships."

Dealers are charged a flat $110 fee for each vehicle delivered to and processed by the auction. The package includes taking delivery of the vehicles; cleaning, rustproofing and undercoating cars; and treating the interior fabrics against stains, according to a local dealer.

Pedigo said the auction has three clients and is marketing the service to others in the Indianapolis area.

He hopes to be processing 8,000 vehicles by the end of next year, and he said there is a potential for 12,000 to 14,000 vehicles annually.

Indianapolis Auto Auction spent $20,000 for three overhead lifts to enable it to do undercoating and for changes to its facilities. Pedigo said other auctions probably can offer the service with less of an investment.

"We had to reroute some heating ducts at our facility, which turned out to be costly," he said.

The auction, located in the heart of the business district, is within a half mile of several dealerships.

"The service is a natural outgrowth of our normal business with dealers," Pedigo said. "We already prep their used cars."

Because many dealerships in the city are cramped for space, the auction also offers each of its clients 100 parking places on its 60-acre site for an unlimited time at no extra cost. The area is fenced and blacktopped.

The auction assumes all responsibility for carrier damage and provides dealers with a daily computer inventory of cars delivered to the auction.

"It tells the dealer how many cars we have handled, so he knows what cars are in and what has been done to them," said Pedigo.

The appearance of the car when it reaches the dealership is the key to the success of the service, according to Pedigo.

"We understand the new-car business and what a car must look like to sell it," he said.

Bob Parson, vice president of Collins Lincoln-Mercury in Indianapolis, was the first dealer to sign up for the service. "For me, it's fantastic," he said. "Ford drops off the cars at the auction, where they are cleaned up before delivery to the dealership."

According to Parson, the service keeps carriers away from the dealership and eliminates the need to hire people to check in cars and prep them.

And he said that having additional space available at the auction to store cars is an important feature of the package.

"When it gets slow in the winter, the inventory climbs and the service business picks up; I can keep up to 100 cars at the auction," he said.

AUCTION DATES

American Motors

Nov. 24 — Statesville Auto Auction, Statesville, N.C.

Nov. 25 — Kansas City Auto Auction, Kansas City, Mo.; Corry Auto Auction, Corry, Pa.; and Columbus Auto Auction, Columbus, Ohio

General Motors

Nov. 24 — Florida Auto Auction of Orlando, Ocoee, Fla.

Nov. 25 — Southern California Auto Auction, Fontana, Calif.

Ford Motor Co.

Nov. 24 — Harrisonburg Auto Auction, Harrisonburg, Va.; South Seattle Auto Auction, Kent, Wash.; and Salt Lake City Auto Auction, Salt Lake City

Used Car Sales
Auction Averages

November to date	$5,962
Month ago	$6,010
Year ago	$5,175

Chrysler Motors

Nov. 24 — Northway Exchange, Clifton Park, N.Y.; NuCarPrep System, Santa Fe Springs, Calif.; American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Model Breakdown
Auction Averages

	NOV 1987	OCT 1987	SEP 1987
1987	$10,672	$11,220	$11,357
1986	$8,492	$8,624	$8,808
1985	$7,214	$7,257	$7,321
1984	$5,654	$5,711	$5,764
1983	$4,851	$4,897	$4,940
1982	$3,515	$3,549	$3,607
1981	$2,539	$2,549	$2,583
1980	$2,000	$2,022	$2,044
Overall Average	$5,962	$6,001	$6,043

Nov. 25 — Indianapolis Auto Auction, Indianapolis; Southwest Auto Auction, Phoenix, Ariz.; Butler Auto Auction, Gibsonia, Pa.; and Minneapolis Auto Auction, Plymouth, Minn.

PRODUCTION

U.S. CAR	Week Ended Nov. 21, 1987	Week Ended Nov. 22, 1986	Week Ended Nov. 14, 1987	Nov. to Date	Jan. 1 to Nov. 21, 1987	Jan. 1 to Nov. 22, 1986
AMERICAN MOTORS	0	1,502	0	0	15,994	46,842
Renault Total	0	1,502	0	0	15,994	46,842
Alliance	0	1,502	0	0	15,994	43,495
Encore	0	0	0	0	0	3,347
CHRYSLER MOTORS	18,530	23,869	19,244	60,430	974,499	1,186,310
Plymouth Total	6,300	8,691	6,651	19,499	286,809	379,973
Horizon	750	3,260	760	2,269	40,430	156,234
Sundance	1,850	2,227	1,760	5,087	81,624	27,251
Reliant	3,100	3,285	3,455	10,217	118,893	138,385
Caravelle	450	919	517	1,499	39,584	40,517
Gran Fury	150	0	159	407	6,368	17,586
Chrysler Total	4,400	4,070	4,190	15,206	325,212	346,004
Laser	0	0	0	0	0	26,978
LeBaron K	1,000	1,492	984	2,981	59,438	77,358
LeBaron J	0	0	0	2,685	102,201	0
LeBaron GTS	500	1,098	416	1,327	34,939	58,188
N. Yorker E-Class	0	1,480	0	0	57,102	66,081
N. Yorker C-Class	1,750	0	1,693	5,174	12,678	0
Fifth Avenue	1,150	0	1,097	3,041	58,854	117,399
Dodge Total	7,800	10,128	6,403	25,723	362,388	460,333
Daytona	0	250	0	1,767	55,781	30,443
Omni	700	3,131	700	2,092	35,073	148,712
Shadow	2,100	2,324	2,023	5,861	85,585	26,438
Aries	3,400	2,598	3,946	11,102	111,517	115,146
Dodge 600	550	990	735	2,014	36,616	59,281
Dynasty	500	0	453	1,341	2,943	0
Lancer	250	835	270	733	21,680	44,230
Diplomat	300	0	276	813	13,193	36,083
FORD MOTOR	42,060	40,736	40,814	124,363	1,649,300	1,578,639
Ford Division	31,570	28,843	29,593	91,469	1,185,170	1,092,765
Escort	9,339	9,085	9,463	28,235	351,496	343,687
Mustang	4,572	3,456	4,507	13,457	193,087	160,748
Tempo	5,208	4,200	3,801	13,163	127,794	177,101
Taurus	8,965	8,536	8,840	26,805	370,221	290,752
Thunderbird	3,486	3,566	2,982	9,809	142,572	120,477
L-M Division	10,490	11,893	11,221	32,894	464,130	485,874
Mercury Total	6,364	7,174	7,092	21,038	299,661	322,181
Lynx	0	1,461	0	0	21,352	54,931
Capri	0	0	0	0	0	12,344
Topaz	1,087	1,196	1,319	4,086	41,198	52,645
Cougar	2,491	1,540	2,996	8,821	126,222	89,607
Sable	2,786	2,977	2,777	8,131	110,654	112,654
Lincoln Total	4,126	4,719	4,129	11,856	164,469	163,693
Continental	410	467	410	1,082	10,965	17,693
Lincoln	3,098	3,541	3,099	8,906	127,794	122,773
Mark VII	618	711	620	1,868	25,710	23,227
GENERAL MOTORS	79,411	73,101	78,291	237,726	3,149,758	3,759,025
Buick Total	12,194	11,858	13,166	38,251	512,274	702,041
Skyhawk	0	1,729	1,078	2,137	30,719	76,836
Century	3,380	5,977	3,323	9,873	144,012	206,658
Regal (rwd)	700	11	735	2,075	38,734	54,045
Somerset/Skylark	1,510	2,410	1,434	4,492	59,779	100,815
LeSabre (fwd)	2,400	234	2,380	7,113	131,200	142,394
LeSabre (rwd)	365	269	430	1,092	8,869	13,784
Electra (fwd)	3,445	915	3,427	10,324	86,829	83,940
Riviera	394	313	359	1,145	12,132	23,569
Cadillac Total	6,665	5,370	6,739	20,391	244,754	267,300
Cimarron	70	585	78	229	10,074	21,889
Allante	100	0	50	200	4,120	0
Brougham (rwd)	1,800	702	1,987	5,883	67,936	70,080
DeVille (fwd)	3,377	3,521	3,372	10,195	127,118	152,395
Eldorado	634	338	611	1,908	16,980	22,708
Seville	684	224	641	1,976	18,526	20,228
Chevrolet Total	34,420	26,076	32,793	100,415	1,242,540	1,190,025
Chevette	0	2,424	0	0	0	94,756
Camaro	2,640	2,618	2,465	7,609	110,331	160,437
Cavalier	8,043	9,263	7,186	22,827	281,739	362,565
Celebrity	6,853	5,675	6,055	19,552	271,359	233,910
Corsica/Beretta	8,753	1,004	8,767	26,068	311,408	7,906
Monte Carlo	1,866	869	1,946	5,628	67,510	101,426
Caprice	5,625	3,913	5,724	16,775	174,630	203,180
Corvette	640	310	650	1,936	25,563	25,845
Oldsmobile Total	12,985	13,378	12,668	38,479	554,489	854,375
Firenza	0	899	500	1,015	12,710	35,393
Calais	3,290	2,307	3,138	9,492	107,059	107,762
Cutlass Ciera	1,445	4,660	775	3,374	107,331	216,169
Cutlass Supreme	1,454	1,087	1,542	4,488	69,082	101,620
88 (fwd)	3,802	2,520	3,811	11,359	162,519	255,824
88 (rwd)	450	197	462	1,340	13,324	17,405
Olds 98	2,116	1,495	2,043	6,141	64,507	103,285
Toronado	428	213	397	1,284	14,359	16,917
Pontiac Total	13,147	16,419	12,925	40,190	595,701	725,284
Acadian*	0	496	0	0	0	14,376
Fiero	0	0	1,158	2,253	28,342	61,647
1000	0	950	0	0	0	18,692
Firebird	1,560	2,188	1,535	4,556	71,079	104,877
2000 Sunbird	2,390	2,455	1,847	6,392	79,067	21,994
Grand Am	6,000	4,859	5,309	17,317	226,572	207,892
6000	1,127	2,800	1,089	3,464	65,598	121,128
Bonneville	1,920	2,597	1,914	5,825	115,826	26,007
Safari/Parisienne	150	294	73	383	8,497	48,671
HONDA	6,890	6,628	6,136	21,782	293,725	207,668
Civic	1,502	1,601	1,781	4,779	80,425	14,221
Accord	5,388	5,027	6,357	16,983	213,300	193,447
MAZDA	375	0	323	955	2,285	0
NISSAN	1,310	2,898	1,241	3,739	107,711	51,445
NUMMI	3,500	3,894	3,706	10,868	173,880	177,586
Corolla	1,000	1,039	1,076	3,158	39,129	6,097
Nova	2,500	2,855	2,630	7,707	134,751	171,489
VOLKSWAGEN	2,000	2,005	1,984	5,970	58,283	76,476
Golf/GTI	1,300	1,756	1,284	3,870	43,740	76,476
Jetta	700	250	700	2,100	14,543	0
Total Cars, U.S.	154,046	154,864	153,721	465,811	6,425,405	7,083,991
Total Cars, Canada	23,672	25,695	22,925	67,649	705,565	951,052
U.S., Canada Cars	177,718	180,349	176,646	533,460	7,130,970	8,035,043
U.S., Canada Trks.	105,054	74,430	103,049	301,942	4,188,749	3,918,111
U.S., Canada Cars and Trks.	282,772	254,779	279,695	834,502	11,319,719	11,953,154

*—All Acadians are built for sale in Canada. **—Estimated.
Monday's estimated total contain some of last week's final sales due to rounding.

Auto output stays near 154,000

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Last week's targeted domestic auto production totaled 154,046, slightly above (0.21 percent) the prior week's 153,721 but a bit below (0.39 percent) the year-ago week's 154,654.

The year-ago week's output was affected by a strike at Delco Electronics Corp., Kokomo, Ind., that closed nine General Motors plants.

So far this year, 6,425,405 cars have been assembled, 9.30 percent below the 7,083,991 completed last year at this point.

Automakers split last week's scheduled output as follows: GM, 51.56 percent; Ford Motor Co., 27.30 percent; Chrysler Motors, 12.01 percent; Honda of America Manufacturing Inc., 4.47 percent; New United Motor Manufacturing Inc., 2.27 percent; Volkswagen of America, 1.30 percent; Nissan Motor Manufacturing Co. U.S.A., 0.85 percent; and Mazda Motor Manufacturing (U.S.A.) Corp., 0.24 percent.

Volkswagen announced it will phase out operations at its Westmoreland, Pa., plant at the end of the 1988 model year. About 2,500 workers will lose their jobs.

GM announced it will reduce the line speed by five units per hour at its Corvette plant in Bowling Green, Ky., on Jan. 4. About 225 workers will be affected by the cutback.

GM will extend Christmas vacation for workers at the Fiero plant in Pontiac, Mich., until Jan. 18. When the plant resumes operations, the line speed will be reduced by five units per hour, affecting about 80 workers.

Line speed at GM's Lansing, Mich., plant, which assembles the Oldsmobile Calais and Buick Somerset, will be cut by 12 units per hour beginning Jan. 25. About 850 workers will be laid off.

GM's Leeds, Mo., plant is idle until Nov. 30 for inventory adjustment, affecting 1,300 workers.

The second shift was dropped today at GM's Wentzville, Mo., plant, laying off about 2,700 hourly workers.

Production resumed today at GM's Fiero plant in Pontiac, Mich. The plant was idle for one week to adjust inventory.

Overtime was scheduled Saturday at Ford's Kansas City, Mo., plant.

Daily overtime is slated Monday, Tuesday and Wednesday of this week at all Ford plants except Edison, N.J.

Chrysler scheduled Saturday overtime at its St. Louis (No. 2) plant. The same plant is slated for daily overtime the first three days of this week.

All assembly plants will be closed Thursday and Friday for the Thanksgiving holiday.

Truck output nearly matches 1987 peak

Truckmakers scheduled production of 85,497 units last week, slightly below (0.26 percent) the prior week's 85,722 but 41.24 percent more than the year-ago week's 60,531.

The previous week's output was the highest of any week so far this year.

The year-ago week's production was affected by a strike at a Delco Electronics Corp. plant that closed several General Motors plants.

Year-to-date, 3,454,873 trucks have been assembled, 7.69 percent more than the 3,208,186 completed last year at this point.

Two days' production was lost last week at GM's Pontiac East plant in Pontiac, Mich., because most of the workers took Monday and Tuesday off to go deer hunting.

Overtime was slated last Saturday at GM's Baltimore and Morain, Ohio, plants.

Ford scheduled Saturday overtime at its Wayne, Mich.; Twin Cities, Minn.; and Lorain, Ohio, plants.

All Ford plants are scheduled for daily overtime today, Tuesday and Wednesday.

All truck plants will be closed Thursday and Friday because of the Thanksgiving holiday.

Car output in Canada best in 11 months

Canadian auto production was scheduled at 23,672 units last week, the highest since the 24,896 total for the week ended Dec. 20, 1986.

Last week's estimated output was 3.26 percent more than the prior week's 22,925 but 7.87 percent below the year-ago week's 25,695.

So far this year, 705,565 cars have been built, 25.81 percent below the 951,052 completed last year at this point.

Truck output was targeted at 19,557 last week, 12.87 percent more than the previous week's 17,327 and 40.71 percent more than the year-ago week's 13,899.

Year-to-date, 733,876 units have been assembled, 3.37 percent more than the 709,925 built last year at this time.

Chrysler Motors' Bramalea, Ontario, plant remains idle due to quality problems.

CANADIAN CAR	Week Ended Nov. 21, 1987	Week Ended Nov. 22, 1986	Week Ended Nov. 14, 1987	Nov. to Date	Jan. 1 to Nov. 21, 1987	Jan. 1 to Nov. 22, 1986
CHRYSLER	100	145	100	783	6,881	3,967
FORD MOTOR	11,520	11,645	11,512	31,881	386,434	471,050
GENERAL MOTORS	11,552	13,680	10,969	33,741	290,859	467,065
HONDA	500	0	344	1,244	13,402	0
VOLVO	0	225	0	0	7,969	8,970
Total Cars, Canada	23,672	25,695	22,925	67,649	705,565	951,052
U.S. TRUCK☆	Week Ended Nov. 21, 1987	Week Ended Nov. 22, 1986	Week Ended Nov. 14, 1987	Nov. to Date	Jan. 1 to Nov. 21, 1987	Jan. 1 to Nov. 22, 1986
CHEVROLET	24,606	8,904	25,355	66,568	1,021,910	1,087,067
DODGE/PLYMOUTH	9,100	6,007	9,179	26,775	279,576	126,822
FORD	32,290	27,917	31,621	95,035	1,334,398	1,243,329
GMC	6,949	7,751	7,022	21,846	342,603	326,510
NAVISTAR	1,812	1,608	1,778	5,357	67,430	65,315
JEEP	4,500	4,286	4,579	13,823	201,382	171,407
NISSAN	3,490	1,708	3,436	10,189	86,314	99,867
AM GENERAL*	450	50	450	1,350	15,300	2,274
MISCELLANEOUS**	2,300	2,300	2,900	6,900	105,960	103,592
Total Trucks, U.S.	85,497	60,531	85,722	247,843	3,454,873	3,208,186
CANADIAN TRUCK	Week Ended Nov. 21, 1987	Week Ended Nov. 22, 1986	Week Ended Nov. 14, 1987	Nov. to Date	Jan. 1 to Nov. 21, 1987	Jan. 1 to Nov. 22, 1986
JEEP	839	640	1,001	2,815	32,289	25,525
CHRYSLER	8,034	8,964	6,494	20,976	347,544	359,519
FORD	3,648	3,016	4,138	11,275	185,671	132,857
GENERAL MOTORS	6,750	1,030	5,405	17,862	209,573	183,554
NAVISTAR	225	199	229	661	8,808	8,470
Total Trks., Canada	19,557	13,869	17,327	53,309	733,876	709,925
U.S., Canada Trks.	105,054	74,430	103,049	301,942	4,188,749	3,918,111

☆—Includes window van production. *—Estimated.
**Also includes commercial only. All Canada includes government-owned vehicles. Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Diamond-Reo, etc.

UAW approves Navistar pact

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

Workers at Navistar International Corp. last week ratified a three-year pact guaranteeing the jobs of the entire workforce.

The UAW said the Navistar contract was approved by "a clear majority" at eight local unions representing 7,000 active and 10,000 laid-off workers. The new program protects current UAW members at Navistar from layoffs except those caused by sales declines. Workers must be recalled when sales improve. The job-security program is backed by $40 million.

The contract includes a 16-cent wage increase, a 73-cent COLA fold-in, regular COLA payments and improved pensions for current and future retirees.

Mike Neese, president of Local 402 at Navistar's plant in Springfield, Ohio, said his local turned down the contract 2,623 to 1,504.

Neese said he opposed the contract because it does not provide an annual raise and because Navistar workers can continue to transfer into Springfield with full seniority, thus displacing Springfield workers during layoff periods.